

Message Text

LIMITED OFFICIAL USE

PAGE 01 STATE 054752

72

ORIGIN COME-00

INFO OCT-01 NEA-10 ISO-00 EB-11 RSC-01 (ISO) R

66613

DRAFTED BY: OED/EID/BC&OV/GILPATRIC

APPROVED BY: EB/OCA/REP:MWDONOVAN

NEA/ARN DEFORD (PHONE)

----- 019036

R 192125Z MAR 74

FM SECSTATE WASHDC

TO USINT DAMASCUS

LIMITED OFFICIAL USE STATE 054752

E.O. 11652: N/A

TAGS: BDIS SY

SUBJ: SUNAIR

REF: DAMASCUS 0224

1. REFTEL POINTS DISCUSSED ON 3/18 & 19 BY TELEPHONE WITH SUNAIR ELECTRONICS PERSONNEL INCLUDING KENNETH SCHIFFMAN WHO VISITED SYRIA LAST YEAR AND NEGOTIATED REPRESENTATION ARRANGEMENTS WITH SIDAWI. LATTER'S PROBLEMS DUE PRIMARILY TO HIS SIGNING A CONTRACT WITH SARG WHICH HE HAD NO AUTHORITY FROM SUMAIR TO EXECUTE ON ITS BEHALF AND WHICH INCLUDED CONDITIONS AND COMMITMENTS WHICH SUPPLIER HAD NOT, REPEAT NOT AGREED TO.

2. SPECIFICALLY CITED UNILATERAL ACTIONS OF AGENT WERE ACCEPTANCE OF PENALTY CLAUSES WHEN FINALLY FIRM ORDER AND COVERING L/C AMENDMENTS WERE UNSETTLED; CONCESSIONS OF \$6000 FOR TRAINING PERSONNEL COSTS AND \$6000 FOR SPARES WHICH MUST BE CHARGED TO COMMISSION ALLOWANCES; AND APPARENT ASSURANCE THAT L/C FOR 90 PERCENT OF FULL CONTRACT PRICE WOULD BE AGREED TO BY SUNAIR WHICH IS NOT CASE. SCHIFFMAN STATES HE IS WRITING DIRECT TO SIDAWI TODAY DETAILING THESE EXCESSES AND WIL PROVIDE COMMERCE WITH COPY.

LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 STATE 054752

3. SUBJECT FIRM TREATING ORDER AS FINALLY CONFIRMED IN JANUARY EVEN THOUGH REQUIRED L/C AMENDMENTS NOT YET RECEIVED, AND INTENDS TO COMPLETE DELIVERY WITHIN FOUR MONTHS THAT TIME. INITIAL SHIPMENT MADE LATE FEBRUARY. DESPITE DIFFICULTIES SUNAIR WISHES PROTECT SADAWI INTERESTS TO GREATEST EXTENT POSSIBLE WITHIN OBLIGATION LIMITS IT HAS ASSUMED. MANUFACTURER IS RELATIVELY LARGE PRODUCER IN ITS FIELD AND BELIEVED FULLY EXPERIENCED AND RESPONSIBLE.

4. FURTHER REPORT WILL BE MADE TO USINT WHEN LETTER COPY MENTIONED PARA 3 RECEIVED BY BIC AND AFTER ANY RESIDUAL QUESTIONS ARE DISCUSSED WITH SUNAIR TO EXTENT NECESSARY. KISSINGER

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 19 MAR 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: MorefiRH
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974STATE054752
Document Source: CORE
Document Unique ID: 00
Drafter: OED/EID/BC
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740058-0513
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740331/aaaabdjn.tel
Line Count: 73
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: DAMASCUS 0224
Review Action: RELEASED, APPROVED
Review Authority: MorefiRH
Review Comment: n/a
Review Content Flags:
Review Date: 26 AUG 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <26 AUG 2002 by elyme>; APPROVED <05-Sep-2002 by MorefiRH>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: SUNAIR
TAGS: BDIS, SY
To: DAMASCUS
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005